

REP: TEL# 703 528 7800 FAX# 703 528 7880
CREDIT ADVISORY: AGENCY CREDIT RISK !! OCT12/12 13.02
ORDER WORKSHEET HARRIS REPORT FROM REP *** WFTV-TV ***
CHANGES

REP. # _____ OFF. # 6556 SALESMAN # _____

BUYER NAME STEPHANIE KINCAID

SALES PRSN WA- JOE KNAUER

| | LOCAL | REGIONAL |
|--------------|-------|----------|
| CLASS: NATL. | | |

| | LOCAL | REGIONAL |
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| CLASS: NATL. | | |

ICE)

DATE OCT12/12 13.02

DATE OCT12/12 13.02

STA:

CON CM

| LINE# | REP | CD | TIME PERIOD | LGTH | SEC | RATE | START DATE | END DATE | SPTS /WK | WEEK INVT | DAYS | TOTL SPTS |
|---|-----|----|-------------|------|-----|------------|------------|----------|----------|-----------|------|-----------|
| 18 | S | | 500P-530P | 30 | | \$2,250.00 | 10/10 | 10/12 | 5 | | W-F | 5 |
| AGENCY ADVERTISER CODE = AGENCY PRODUCT CODE = | | | | | | | | | | | | |
| PROGRAM : NEWS CON COM1 : 2X PER DAY | | | | | | | | | | | | |
| 69 | A | | 530P-600P | 30 | | \$2,250.00 | 10/12 | 10/12 | 1 | | FRI | 1 |
| PROGRAM : NEWS ORD COM1 : *****URGENT NO RUN DUE TO BREAKING NEWS WE CAN OFFER THIS IS A MAKE-GOOD FOR OCT11 ON LINE-18 FOR 1 SPOT/WK | | | | | | | | | | | | |

REP HEADLINE# 6367495 TRF# 336222
\$\$\$ MOD# 1: UNAPPROVED REV #1 \$\$\$

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|-------|-------|----|-------------|------|-----|------|------------|----------|----------|-----------|------|-----------|
| : | LINE# | : | : | : | : | : | DATE | DATE | : | : | : | : |

STATION MAKEGOOD OFFERS:
M13 OK'D BUY#18 MISSED:W-F/500P-530P OCT11 30S \$2,250.00 (OCT12/12)
OFFER:FRI/530P-600P OCT12 30S \$2,250.00 PLS ADVISE.
CMT:***URGENT NO RUN DUE TO BREAKING NEWS WE CAN OFFER
OCT/12 317700.00 CONTRACT TOTAL 317700.00
TOTAL SPOTS 153

MARKET TOTALS \$972,750 WFTV 33% WKMG 27% WESH 26% WOFL 12% WKCF 0% WRBW 2% CABL 0%
WOPX 0% WRDQ 0% EFTV 0%

SVC- NSI
DEMOS- RA35+*
MOD CODE A-ADD B-BUY TYPE C-CANCELLED DE-DELETE E-EFF DATES L-LENGTH M-MAKEGOOD N-PROGRAM NAME
P-CLASS,PLAN,SECT Q-PAID PGM R-RATE S-SPOTS PER WEEK T-TIME X-LATE Y-DAYS Z-COMMENTS *-MULTIPLE